

What Makes Negotiations Satisfactory?
The Importance of Negotiation Issues, Culture, and Relationships

Thesis

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by

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Article 1:

Are integrative or distributive outcomes more satisfactory?
The effects of interest- versus value-based issues on negotiator satisfaction

Article 2:

Rigid behavior as information:
The effects of sacred values on the fixed-pie perception

Article 3:

Cultural differences in negotiator satisfaction when sacred issues are at stake

Article 4:

Is having your first offer accepted unsatisfactory or satisfactory?
The effects of the negotiation parties' relationship on negotiator satisfaction